

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Hong Kong

Fresh Pears

Monthly Market Share For: September 1997

Month\Year: 1\14

## Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Sea-Land	82%	7%	12 Days	\$2.37	\$5			\$34				840 pkgs.	\$2,693
Hanjin	18%	2%	12 Days	\$2.27	\$5			\$26				840 pkgs.	\$2,465
APL	0%	42%	12 Days	\$2.37	\$5			\$34				840 pkgs.	\$2,693
Mitsui OSK	0%	16%	12 Days	\$2.37	\$5			\$34				840 pkgs.	\$2,693
OOCL	0%	11%	12 Days	\$2.37	\$5			\$34				840 pkgs.	\$2,693
NYK Line	0%	8%	17 Days	\$2.37	\$5			\$34				840 pkgs.	\$2,693
Neptune	0%	7%	12 Days	\$2.37	\$5			\$34				840 pkgs.	\$2,693
Hyundai	0%	7%	12 Days	\$2.27	\$5			\$34				840 pkgs.	\$2,609

---

## ***Ocean Rate Bulletin***

Seattle/Tacoma Ports To PT Kelang, Malaysia

Fresh Pears

*Monthly Market Share For: September 1997*

Month\Year: 2\3

***Surcharges:***

<i><b>Carrier</b></i>	<i><b>Market Share</b></i>	<i><b>Market Share CY</b></i>	<i><b>Transit Time</b></i>	<i><b>Ocean Rate</b></i>	<i><b>BAF</b></i>	<i><b>CY</b></i>	<i><b>CAF</b></i>	<i><b>THC</b></i>	<i><b>CFS Rec</b></i>	<i><b>ARB</b></i>	<i><b>Cotton R.</b></i>	<i><b>Size</b></i>	<i><b>ContainerRate</b></i>
Maersk	100%	66%	16 Days <sup>3</sup>	\$3.15	\$5			\$34				840 pkgs.	\$3,348
APL	0%	34%	18 Days	\$3.15	\$5			\$34				840 pkgs.	\$3,348

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

---

## ***Ocean Rate Bulletin***

Seattle/Tacoma Ports To Singapore

Fresh Pears

*Monthly Market Share For: September 1997*

Month\Year: 1\1

***Surcharges:***

<i><b>Carrier</b></i>	<i><b>Market Share</b></i>	<i><b>Market Share CY</b></i>	<i><b>Transit Time</b></i>	<i><b>Ocean Rate</b></i>	<i><b>BAF</b></i>	<i><b>CY</b></i>	<i><b>CAF</b></i>	<i><b>THC</b></i>	<i><b>CFS Rec</b></i>	<i><b>ARB</b></i>	<i><b>Cotton R.</b></i>	<i><b>Size</b></i>	<i><b>ContainerRate</b></i>
OOCL	100%	100%	16 Days	\$4.38	\$7		17%	\$34				840 pkgs.	\$5,043